

## Message Text

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13

ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 RSC-01 /018 R

DRAFTED BY COM/BIC/OED/OPS/C.J.REEVES

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COM/BIC/OED/OBOD/R.E.COHEN

CAGNE/C.LOUSTAUNAU

STATE/NEA/ARP/Q.LUMSDEN

----- 079492

R 180039Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

LIMITED OFFICIAL USE STATE 012439

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: PRODUCT OPPORTUNITY: SATELLITE EARTH STATION

--- TENDER

REF: A) KUWAIT 5325; B) STATE 000629; C) KUWAIT 0091

1. SINCE RECEIPT OF REF A AND INITIAL ATTEMPTS BY DOC TO INCUR INTEREST OF QUALIFIED U.S. FIRMS IN SUBJECT PROJECT, FURTHER INQUIRIES WERE MADE AS RESULT OF REF C.

2. CERTAIN COMPANIES AWARE OF CONTENT OF MPTT TENDER SUGGEST FOLLOWING FACTORS INFLUENCING INTEREST BE ITEMS OF DISCUSSION BETWEEN POST AND MPTT ENGINEERING STAFF: A) BEAM WAVE GUIDE ANTENNA REQUIREMENT RESTRICTS COMPLIANT BID TO APPROXIMATELY TWO FIRMS WORLD-WIDE (E-SYSTEMS AND MITSUBISHI OF JAPAN). POST PLEASE CONFIRM THIS TECHNICAL POINT ON ANTENNA TYPE. B) GENERAL CONTRACT TERMS AND CONDITIONS ARE SO WRITTEN AS TO HAVE INHIBITING EFFECT ON COMPLIANT BID PREPARATION (UNDUE LEGAL COMPLEXITIES).

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3. NOTWITHSTANDING ABOVE, SUBSTANCE OF REF C PASSED TO

E-SYSTEMS, GTE, ITT, ROHR AND HUGHES WITH SOME DEGREE OF INTEREST REKINDLED BECAUSE OF INFORMATION THAT NEC PROBABLY NOT STRONG COMPETITOR ON BASIS OF FOLLOW-ON PERFORMANCE.

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4. CONTACT ALSO CONTINUES WITH FAIRCHILD AND BENDIX MENTIONED REF B, BUT AMECOM OF LITTON, FREDERICK ELECTRONICS, ENGINEERING SYSTEMS AND RUSTAM DEFINITELY NON-COMPETITIVE, HENCE WILL NOT BID.

5. CONSIDERING TOTAL U.S. INDUSTRY POSITION ON THIS PROJECT AND KUWAIT'S FUTURE COMMUNICATIONS NEEDS PLUS OUR CONTINUING EFFORT TO BE RESPONSIVE TO THE GOK, IT WOULD HELP ALL CONCERNED IF A THIRTY DAY EXTENSION COULD BE NEGOTIATED WITH MPTT FOR THIS TENDER. KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** johnsorg  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE012439  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/OPS/C.J.REEVES  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750020-0410  
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**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1975/newtext/t19750139/aaaabirb.tel  
**Line Count:** 77  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 KUWAIT 5325, 75 STATE 000629, 75 KUWAIT 0091  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** johnsorg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13 AUG 2003 by izenbei0>; APPROVED <02 DEC 2003 by johnsorg>  
**Review Markings:**

Margaret P. Grafeld  
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US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY: SATELLITE EARTH STATION --- TENDER  
**TAGS:** BEXP, KU  
**To:** KUWAIT  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006